

Business Development / Inside Sales and Producer Support Position

VAN OPPEN & CO. 2 is a specialty property & casualty insurance broker specializing in (AE&E) Architect, Engineer, and Environmental Consultant / Engineer business insurance exclusively. We serve insured clients and, in the USA, and Canada. The company was formed in 2008 and consists of veteran insurance personnel working from home offices at various locations around the United States with the home office in Jackson Hole, Wyoming. www.vanoppenco2.com. We are looking for a level 2 licensed insurance professional to assist us with business development in both the USA and Canada.

- Assist insurance producers grow the book of specialty insurance business. A portion of compensation will be based on results / commission on closed accounts.
- Assist and lead efforts in various marketing campaigns including Salesforce DRIP campaigns, special e-blasts, marketing of company events we sponsor or host.
- Assist with database management and addition to the database via search software, linked in searches etc. to make sure we are targeting decision makers at our prospect accounts. Prior exposure to Applied Systems – “EPIC” is preferred but not required.
- Assist with preparing proposals and organizing information to be passed to the VOCO2 Service Team when accounts are won.
- VOCO2 is currently licensed in the Provinces of British Columbia and Alberta. This is a 100% home office position and VOCO2 seeks an employee to reside in one of these provinces, currently hold a level 2 resident license and have at least 3 years of insurance experience. The company will set up the home office basics needed but the employee will need strong ability to be productive while working from home with communication with team members being via phone, “teams”, “zoom” with occasional travel to marketing events a possible requirement. Work will include building our book of business in both Canada and the USA.
- Compensation based on experience to be determined. Base plus monthly commission sharing on successful obtaining of new insured.

